

# PATENT ABSTRACTS OF JAPAN

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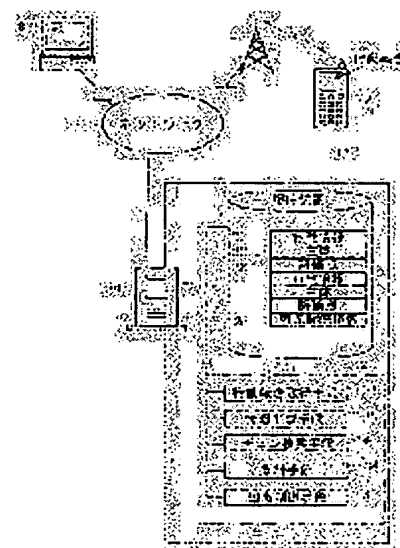
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## (54) ACTION EVALUATION SYSTEM AND ACTION EVALUATION PROGRAM

### (57)Abstract:

**PROBLEM TO BE SOLVED:** To obtain an output to clarify what kind of action has been taken until the establishment of a certain business negotiation, and how those actions have been associated with each other until the establishment of the business negotiation.

**SOLUTION:** A person in charge of direct approach inputs information by using a portable telephone 3. Data including action information 21 of each person in charge, the information of the other actions or events generated as a result of the action and causal relationship information 25 indicating those causal relationships are generated. The action is added with an evaluation point 23, and those evaluation points 23 are totaled to perform the evaluation of the business activity of the person in charge.



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## LEGAL STATUS

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